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# Femina Fusion

## Foundation Certificate Program

with *Bea Benkova*

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6-week journey to decode the  
Extraordinary Woman inside You

Playbook  
Week 4

..... OUTLINE .....

Where are you in the Femina Fusion Foundation program?

1: Passion

2: Talent

3: Knowledge

4: Network

5: Character

6: Purpose

## ..... Introduction .....

### How to best use this playbook

1. Print this Playbook and play with it.
2. Watch the videos to get some inspiration and a more tangible understanding of the topic.
3. Do the exercises and explore the questions posted in each playbook. You will notice that when you start looking anew and when you explore the unexplored world you will experience a shift that will impact the outcomes you achieve.
4. Think about it, just write down your answers.
5. Watch the interview video to get some inspiration and a more tangible understanding on the topic.
6. Share your insights, experiences and outcomes with other women on the Femina Fusion Facebook group page.
7. Attend the interactive Femina Fusion Session every week for live coaching and support.

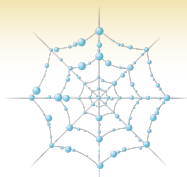


## ..... Week 4: Network .....

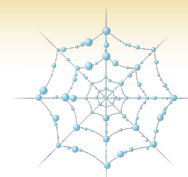
### Build your network

“Call it a clan, call it a network, call it a tribe, call it a family: Whatever you call it, whoever you are, you need one.”

Jane Howard



### About Network & Relationships



Like with your knowledge and experience, whilst you discover or reconnect to your talents and passions that are inside of you, you build your network and relationships over time.

Your network is not just a pile of business cards you have in your drawer or file. It is the number of people you know and who know you. And the trust and quality of relationships you have with them.

The more you want to have a fulfilled and happy life where you're really integrated and you are making a difference, the bigger the network and the higher the quality of your network needs to be. You cannot live life on your own.

The network you will build needs to be around your passions. The more you have people of same passion around you, the more resources, the more opportunities, the more finances and information you attract. These are the people with whom you can naturally collaborate.

There are three elements that distinguish a great network. The first one is the quality of people inside your network. The second one is the frequency of your interactions. The more you interact with people in your network the stronger are the connections, the more trust you build. The third one is the quality of your interactions or conversations. You may talk about the weather or you can converse about inspiring ideas, discuss potential projects, exchange resources, information, or advice.

For you to build a flourishing and trusting network of relationships, you will need to invest time to grow and nurture it.

## ..... Week 4: Network .....

### Questions to start with

List the 10 most important people in your life (People you spend most time with or people who you rely most on or who rely most on you).

1. \_\_\_\_\_

6. \_\_\_\_\_

2. \_\_\_\_\_

7. \_\_\_\_\_

3. \_\_\_\_\_

8. \_\_\_\_\_

4. \_\_\_\_\_

9. \_\_\_\_\_

5. \_\_\_\_\_

10. \_\_\_\_\_

What is the quality of life of these people?

What are your conversations with them?

If you were launching a new business tomorrow, who of your network / people around you would support you?

..... Week 4: Network .....

Inventory of your network

Who in your network can you rely on to...

Support you

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

Provide you with opportunities and resources

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

Provide you with knowledge and expertise when needed

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

..... Week 4: Network .....

Inventory of your network

Who in your network do you experience to...

Distract you

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

Discourage you

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

Have a negative impact on you

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

..... Week 4: Network .....

Reality check

- ☐ Is there a gap between who you meet and have conversations with and what you are passionate about or talented in?
- ☐ Do you invest time to build your network and relationships in the area of your talents and passions?

1. Where do your relationships and conversations match your talents and passions?

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2. Where do your relationships and conversations DO NOT match your talents and passions?

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The quality of your relationships and conversations with them will determine the quality of your life.



## ..... Week 4: Network .....

### Stop signs

What prevents you from building your network and relationships and have quality conversations in the area of your passion or talent?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_

- Where do these reasons come from? Are they necessarily true?
- What would your life look like if you were no longer stopped by these reasons?
- If you believed it was possible and worthwhile, what would you do?

..... Week 4: Network .....

Action steps for the week

1

Make a list of people in your network who share the same passions and talents with you—and consider how much time you spend with them and what your conversations with them are.

2

With whom do you want spend more time? Less time? No time at all? What kind of conversations do you want to have with the most valuable members of your network?

3

What role are you playing in the network of your top 10 contacts and relationships? Ask them. Are you a source of inspiration, ideas, opportunities, support, knowledge, information, fun or something else for them?

4

Identify 3 to 5 people who you would like to get to know and add to your network and take action this week to connect with them either directly or through someone that you know. Consider why they would benefit from being in your network and inspire them.

..... Week 4: Network .....

Quote of the week

“The quality of your life is in direct proportion  
to the quality of your relationships.”

Anthony Robbins

The investment into your network of contacts and  
relationships is the most important investment you make.